

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 120511

R 301135Z MAY 75  
FM AMEMBASSY BUCHAREST  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 2909

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E.O. 11652: N/A

TAGS: BEXP, RO

SUBJ: PHOTOSENSITIVE PAPER PLANT

REF: USDOC 7510

1. SUMMARY. RUNDOWN PROVIDED BY PATRUBANI ON PHOTOSENSITIVE PAPER PROJECT SUGGESTS THAT GOR WILL DEFER FURTHER NEGOTIATIONS WITH OLSZEWSKI UNTIL IT HAS THOROUGHLY EXPLORED POSSIBILITIES WITH KODAK. END SUMMARY.

2. FROM CALL ON PATRUBANI MAY 29 EMBOFF GAINED IMPRESSION CURRENT ROMCHIM APPROACH TO PHOTOSENSITIVE PAPER PROJECT IS RIVETED ON KODAK. PATRUBANI SEEMS BENT ON AWAITING PROMISED RESPONSE FROM KODAK BEFORE PRBTEEDING FURTHER. HIS EXPECTATION IS THAT KODAK OFFER WILL BE IN HAND BY JUNE 15, WHICH NARROWLY WITHIN 2-3 MONTH TIME FRAME MENTIONED IN USDOC 6092. AS SOON AS KODAK PROPOSAL EVALUATED, ROMCHIM WOULD PLAN TO SEND TEAM TO U.S. TO MEET WITH BIDDERS, PRINCIPALLY WITH KODAK.

3. PREOCCUPATION WITH KODAK SEEMS TO HAVE RELEGATED OLSZEWSKI TO BACK BURNER. IN DISCUSSING OLSZEWSKI'S PROSPECTS, PATRUBANI REFERRED TO SMALL SIZE OF FIRM (HE CITED EXACT CAPITALIZATION AND NUMBER OF EMPLOYEES) AND EMPHASIZED NEED FOR ADEQUATE ASSURANCES OF CONTRACT FULFILLMENT. OLSZEWSKI'S OFFER OF SEPARATE GUARANTEES FROM HIS FIRM AND FROM THAT OF EQUIPMENT SUPPLIER INTO ROTO FP

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T BY PATRUBANI TO LEAVE OPEN TOO MANY

LOOPHOLES. WHAT ROMCHIM CONTINUES TO SEEK IS SINGLE BANK GUARANTEE COVERING WORK PERFORMED AND EQUIPMENT PROVIDED BY BOTH COMPANIES.

4. PATRUBANI ASSURED EMBOFF THAT ROMCHIM'S VIEWS BEING CONVEYED TO OLSZEWSKI IN RESPONSE TO FIRM'S LETTER OF MID-MAY. IN HIS COMMUNICATION PATRUBANI STATES HE OFFERING TALKS IN U.S. IN JUNE (BY SAME TEAM GOING TO KODAK). THIS REPRESENTS REVERSAL OF ROMCHIM'S TELEX OF MAY 15 TO OLSZEWSKI WHICH SUGGESTED THAT TALKS BE HELD IN BUCHAREST. IN RESPONSE TO INQUIRY WHETHER, IF OLSZEWSKI ABLE TO SECURE UNIFIED BANK GUARANTEE, GOR PREPARED TO PROCEED WITH DISCUSSIONS INDEPENDENT OF KODAK RESPONSEJK PATRUBANI REPLIED NEGATIVELY, REPEATING ROMCHIM APPROACHES COULD BE MADE DURING TEAM'S VISIT.

5. STATUS OF ROMCHIM'S CONSIDERATION OF GAF PROPOSAL IS NEBULOUS. ROMCHIM'S EXCHANGES WITH GAF SCARCELY MENTIONED BY PATRUBANI; ONLY UPON PRODDING DID PATRUBANI ALLOW THAT SAME TEAM TO VISIT KODAK AND OLSZEWSKI WOULD ALSO CONSULT GAF.

6. PATRUBANI EXPRESSLY REQUESTED THAT OLSZEWSKI NOT BE INFORMED OF GOR APPROACH TO KODAK, AND WE ASSURED HIM GOR INTEREST WOULD NOT BE DIVULGED. WE SUGGEST THAT OLSZEWSKI BE APPRISED AS FOLLOWS: (1) PATRUBANI HAS RESPONDED OR WILL RESPOND TO OLSZEWSKI'S MOST RECENT COMMUNICATION BY OFFERING NEGOTIATION IN U.S.; (2) ROMCHIM CONTINUINGSCO INSIST ON SINGLE BANK GUARANTEE; (3) EVEN WITH GUARANTEE EMBASSY IMPRESSION IS THAT GOR'S CONSIDERATION OF OLSZEWSKI'S PROPOSAL COULD EXTEND FO VSEVERAL MORE MONTHS AS GOR EXPLORES OTHER OFFERS.

7. ACTION REQUESTED: BEFORE RESPONDALNG TO OLSZEWSKI USDOC MAY WISH TO CHECK WITH STRONG OF KODAK TO ASCERTAIN WHETHER JUNE 15 REPRESENTS REALISTIC DATE FOR COMPANY'S REPLY TO ROMANIAN PROPOSAL. BEYOND THIS THERE MAY BE MERIT IN CHECKING WITH RICHARD SMITH OF GAF, NEW YORK (TEL. 212-582-7600) TO DETERMINE WHAT RESPONSE HE OR GAF NETHERLANDS RECEIVED TO SMITH'S LETTER OF 12/19/74 OUTLINING LICENSING TERMS AND CONDITIONS.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** KelleyW0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
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**Disposition Remarks:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION EUR  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 USDOC 7510  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** KelleyW0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 11 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <11 JUN 2003 by BoyleJA>; APPROVED <21 OCT 2003 by KelleyW0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PHOTSENSITIVE PAPER PLANT  
**TAGS:** BEXP, RO  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006